

Message Text

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PAGE 01 STATE 037679

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ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU/BT

APPROVED BY EB/OCA P:BEBYRON

COM/BIC/CAGNE/PHALE

NEA/RA:HMONTGOMERY (INFO)

EB/OCA/BR:PTO'CONNOR

----- 104930

R 192258Z PEB 75

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

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E.O 11652 N/A

TAGS: BMEP, BEXP, KU

SUBJECT: AUXILIARY WATER DESALINATION PLANT-RILEY-BEARD

REF: (A) KUWAIT 0577; (B) KUWAIT 0033 '

1. BID DEADLINE EXTENSION TOLD TO RILEY-BEARD, ENVIROGENICS,
WESTINGHOUSE, BURNS AND ROE.

2. RILEY-BEARD APPARENTLY ONLY ONE BIDDING. COMPANY IS
SUBMITTING BID, FOR DESIGN AND EQUIPMENT ONLY, THROUGH TEN
PERCENTER OPERATING OUT OF NEW YORK. FURTHERMORE, RILEY-
BEARD'S QUOTE IS NOT FOR STEEL EQUIPMENT AS KUWAITIS
SPECIFIED. COMPANY MANAGEMENT REFUSES QUOTE ON THIS TYPE
EQUIPMENT WHICH THEY SAY BREAKS DOWN WITHIN MONTHS IN
KUWAIT'S CLIMATE.

3. AS NOTED REF B, RILEY-BEARD COMPANY POLICY IS FIRMLY TO
NOT BID TURNKEY. MANAGEMENT IS CURRENTLY CONSIDERING

DROPPING SALES EFFORT IN KUWAIT BECAUSE SPECS ALWAYS REQUIRE
TURNKEY PROPOSAL BY MANUFACTURER. ON OTHER HAND, IF QUOTE
INFLUENTIAL, CAPABLE, FINANCIALLY RESPONSIBLE AGENT END
QUOTE COULD BE FOUND IN KUWAIT COMPANY WOULD CONTINUE EFFORT.
IN ADDITION OTHER ADJECTIVES, SUCH AGENT OBVIOUSLY MUST BE
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ABLE GET AROUND TURNKEY REQUIREMENT. AL-LAHO COMPANY WAS
NOT WILLING UNDERTAKE THIS. PERHAPS NO ONE IS.

4. EMBASSY COMMENTS WELCOME. KISSINGER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: johnsorg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE037679
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/CAGNE/CLOUSTAUNAU/BT
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: D750060-0489
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750283/aaaaglun.tel
Line Count: 69
Locator: TEXT ON MICROFILM, TEXT ON-LINE
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 KUWAIT 0577, 75 KUWAIT 0033
Review Action: RELEASED, APPROVED
Review Authority: johnsorg
Review Comment: n/a
Review Content Flags:
Review Date: 13 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 AUG 2003 by izenbei0>; APPROVED <01 DEC 2003 by johnsorg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> srp 971001
Subject: AUXILIARY WATER DESALINATION PLANT-RILEY-BEAIRD
TAGS: BEXP, BTIO, KU
To: KUWAIT
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006